

November 09, 2022

To
The Secretary, Listing Department
BSE Limited(SME),
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai-400 001

Dear Sir,

Sub: Submission of Investor Presentation to be made to Analysts/Investors

Please find enclosed herewith the investor presentation to be made to Analysts/Investors on the Financial Results of Prevest Denpro Limited for the Half Year ended September 30, 2022.

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, as amended.

The same is also being made available on the Company's website www.prevestdenpro.com

This is for your information and records.

Thanking You,

Yours faithfully,
For Prevest Denpro Limited

KRISHNA Digitally signed by
KRISHNA RATHI
A RATHI Date: 2022.11.09
21:05:19 +05'30'

Krishna Rathi
Company Secretary and Compliance Office
M. No- 64330

PREVESTDenPro®
THE FUTURE OF DENTISTRY

EARNING PRESENTATION

H1FY23



Setting standards in dental care.



Prevest - At a glance

With over 22 years of experience in development, manufacture and sale of innovative materials for dental professionals, Prevest DenPro Limited is one of the India's leading manufacturer of dental materials serving the global dental market with a wide range of high quality dental materials used for diagnosis, prevention and treatment of dental conditions as well as improving the aesthetics of human smile.

The Company manufactures over 100 dental products which finds application in endodontics, prosthodontics, orthodontics, periodontics, restorative dentistry, aesthetic dentistry and for fabrication of prosthesis in dental laboratories which are trusted by dental professionals in more than 85+ countries worldwide.

The Company is one of the world's leading dental manufacturers owing to continuous investment in research & development and an ever-expanding product line. (Source: Dental Materials Market Report by Reports and Data, Apr.'21)

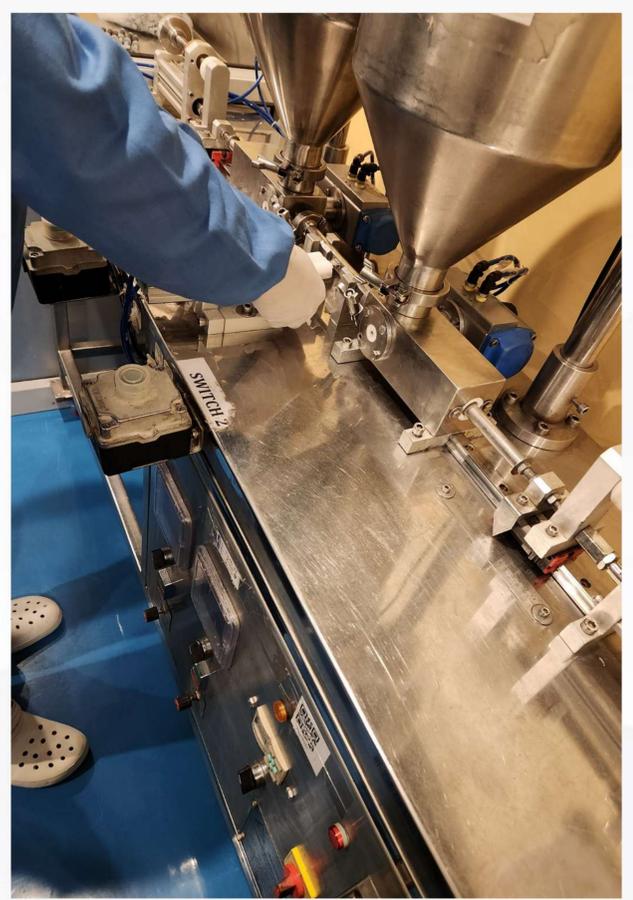
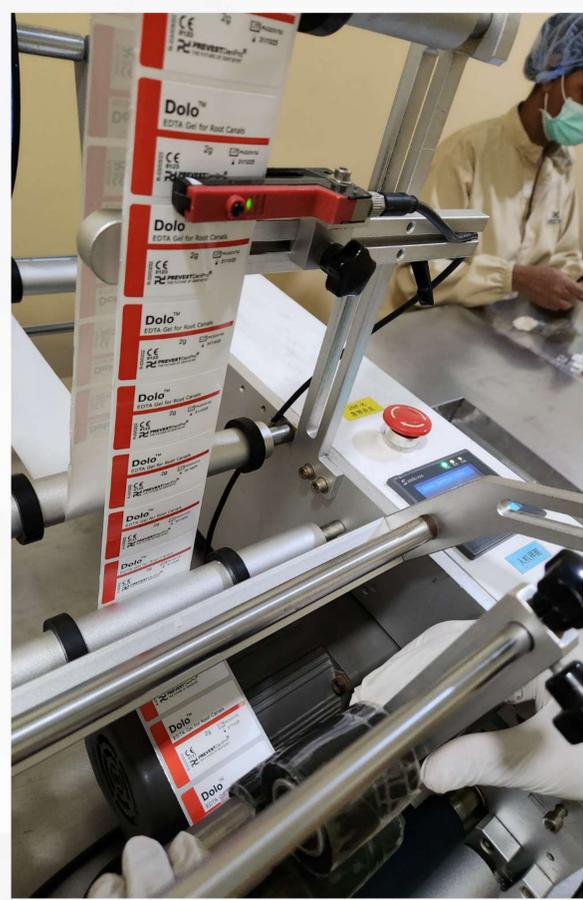


COMPREHENSIVE PRODUCT PORTFOLIO

| Product Categories | No. of products | Product Usage |
|--------------------------------------|-----------------|---|
| Endodontics Materials | +25 | Root canal treatment |
| Cements & Liners | +16 | Luting and restorative applications |
| Composites | +8 | Dental restoration and filling |
| Orthodontics Materials | +2 | Used for Orthodontic applications |
| Finishing & Polishing | +5 | Polishing & oral Prophylaxis |
| Auxiliaries | +6 | Support in various dental procedures |
| Impression Materials | +6 | Recording dental impressions |
| Tooth Whitening | +4 | Whitening of discoloured teeth |
| Haemostatic Materials | +2 | Controls haemostasis during dental procedures |
| Temporary Materials | +5 | Temporary restoration and fillings |
| Lab Materials | +8 | Used in the dental laboratory in the fabrication of artificial prosthesis |
| Adhesives, Bonding Agents & Etchants | +8 | Bonding agents and etching materials used as adhesive in dentistry |

Production Facility

Products are developed, manufactured and assembled in-house at Company's Manufacturing unit located at EPIP Kartholi, Samba, near Jammu, J&K, sprawling in an area of 45,000 sq. ft.



R&D Centre

Prevest DenPro is the first Indian Dental material manufacturer to set up a research centre in the private sector. The new facility has been completed in a record time of one year with an investment of Rs. 1200 Lakhs approx. The facility is spread across 16000 square feet. This facility has been equipped with required infrastructure to design & develop dental materials, conduct product reliability performance testing and verification.



Diversification in new product segments



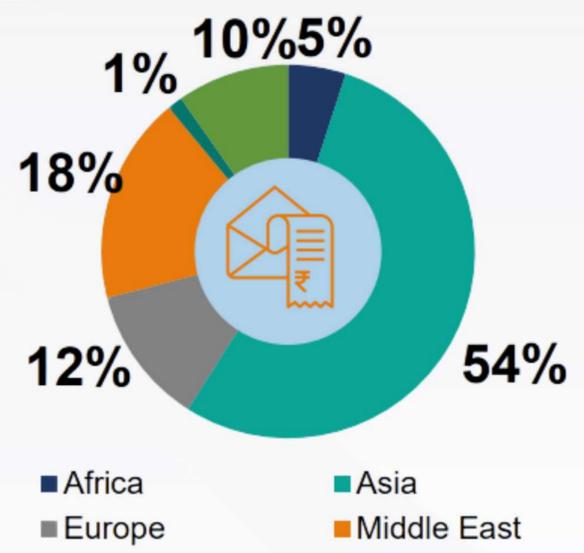
New Facility under construction for manufacturing new range of products

- › The Company seek to capitalize on the growth opportunities in the hygiene, oral care, oral hygiene and bio-materials segment based on its well positioned operations and leveraging on the existing network of dealers & agents and being led by an experienced management team.
- › The proposed facility will be well-equipped with latest machineries and is proposed to be commissioned in Q4FY23.
- › Disinfectants and Sanitizers is specially designed for Medical equipment's.

TOTAL CAPITAL INVESTMENT: Rs 25+ CRORES

Global Presence

GEOGRAPHICAL WISE REVENUE FROM OPERATIONS FY2022



**TOTAL
RS. 3762 LAKHS**

DIGITAL MARKET PLATFORMS



Export to
over
+80
countries
worldwide

+90
Overseas
Agents

+55
Dealers in
India

- › Products sold in over 85+ countries worldwide.
- › Exploring the markets of USA , Brazil and Canada.
- › Obtained USFDA approval for 20 products and expected to receive for more products.
- › Obtained SFDA certification which is essential to sell in Kingdom of Saudi Arabia.
- › Obtained MDSAP Certification, which is essential to enter in the Markets of Canada, Brazil Australia and USA

Strategic technical & research tie-ups

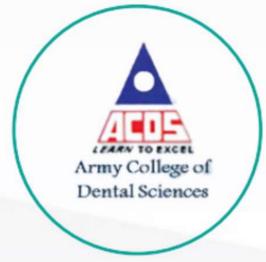
The Company has entered into collaboration with the following reputed dental universities & institutions for exchange of technical knowledge and conducting training & research on dental materials. The Company has also entered into technology transfer agreement with Sree Chitra Tirunal Institute for Medical Sciences & Technology, Kerala for know-how to manufacture bioactive bone cement based on calcium sulfate.



Terna Dental
College & Hospital,
Mumbai



A.B. Shetty Memorial
Institute of Dental
Sciences, Mangalore,
Karnataka



Army College of Dental
Sciences, Secunderabad,
Telangana



R.S.M.N. N. Satha
College of Pharmacy,
Ahmednagar, Maharashtra



J.M.F.'s
A.C.P.M. Dental
College, Dhule,
Maharashtra



I.T.S Dental College,
Delhi-Meerut Road,
Murad Nagar, Ghaziabad



Guru Nanak Institute of
Dental Sciences and
Research, Kolkata



Central University of
Jammu, Bagla Suchani,
Jammu and Kashmir



Manipal College of
Dental Sciences, Mangalore

Quality accreditations

With a focus on product quality, the company has successfully implemented a very effective quality management system which has been approved by TUV SUD, Germany. With the strong quality management system, all production processes are subjected to stringent monitoring and intensive testing thus ensuring consistent quality and safety of our products. As a result of implementation of strong quality management system, Prevest DenPro has been certified with ISO 13485-2016 and EC Certificate. The company has also pass through the Saudi FDA regulatory compliances and has been successfully granted SFDA. The company has also received MDSAP certification which is a conformity to Medical Device Single Audit Program for USA, Canada & Brazil



Conformity with
European
Standards



EN ISO 13485

Conformity
with ISO
Standard for
Medical Devices



Conformity
to sell our
products in US
Market



الهيئة العامة للغذاء والدواء
Saudi Food & Drug Authority

Conformity
to sell our
products in
Saudi Market



Conformity
to Medical Device
Single Audit Program
for USA, Canada &

Competitive strengths



Well - established sales network in over 80 Countries

With consistent marketing efforts over the years, the Company has been able to make its product reach to over 80 countries with network of 53 national dealers and 91 overseas agents



B2B and B2C Sales Model

Along with B2B Sales (i.e. sales to dealers and agents), the Company is connecting directly with consumers through its own online portal (prevestdirect.com), GEM Portal, as well as third party portal (Amazon)



Comprehensive Product Portfolio

In the last two decades of operations, the Company has been successful in establishing a comprehensive portfolio of over 100 dental products covering endodontics, orthodontics, composites, impression materials, finishing & polishing materials, auxiliaries' materials, hemostatic materials, temporary materials, lab materials, adhesives, cement & liners and tooth whitening.



Research Collaboration with prominent academic institutes

The Company has entered into collaboration with five reputed dental universities & institutions of India for exchange of technical knowledge and conducting training & research on dental materials.



Strong Advisory Board & Management

The promoters of the company has a combined experience of over 40 years in dental industry backed up with strong management team. It also has an advisory board of affluent dental professionals coming from varied backgrounds.

Board of directors

Our Board of Directors is responsible for corporate governance, establishing policies and objectives, and management of the company's resources. The Board is firmly committed to upholding high standards of corporate governance.



Atul Modi
(Chairman and MD)
Experience: 44 years
Qualification: BE
(Mechanical)



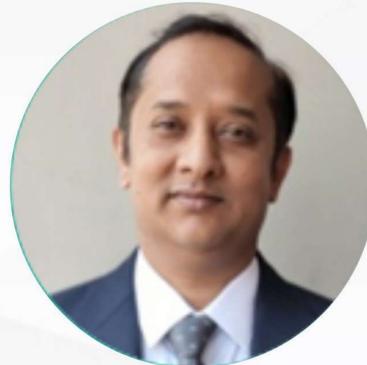
Namrata Modi
(Whole Time Director and CFO)
Experience: 22 years
Qualification: MBA
(Entrepreneurship)



Dr. Sai Kalyan Surapaneni
(Director)
Experience: 18 years
Qualification: MDS, MS,
PhD (Dentistry)



Niharika Modi
(Non Executive Director)
Experience: 14 years
Qualification: B. Tech
(Computer Science & Engineering)



Dr. Sudeep Haralakatte Murthy
(Independent Director)
Experience: 8 years
Qualification: MDS



Dr. Nikhil Shrikant Bobade
(Independent Director)
Experience: 9 years
Qualification: MDS

Advisory Board

The company is honored to have industry recognized and esteemed dental professionals, scientists and researchers on Advisory Board to augment the knowledge, understanding and strategic thinking of the Board members and management team as well as to provide expert insights in the dental market including latest trends and innovation occurring in the dental materials market.



Dr. Carolyn Primus
(BS, MS, PhD), USA

A renowned scientist, inventor,
educationist and author



Prof. Francesco Inchingolo
(MD,DMD, O.M.F.S, M.P.H), Italy

Professor in Dentistry, University of
Bari "Aldo Moro", Italy



Prof. Dr. Mithra N. Hegde
(MDS, PhD)

Vice Principal, A.B Shetty
Memorial Institute of Dental
Sciences, Mangalore



Dr. Vishal V. Pande
(M. Pharma, PhD)

Principal, N. N. Sattha College
of Pharmacy, Ahmednagar



Dr. KV Ramana Reddy
**(MDS, FDSRCS (England),
FDSRCSI (Ireland))**

Principal, Army College of
Dental Science, Hyderabad



Dr. Shishir Singh
(MDS, PhD)

Professor, Terna Dental College,
Navi Mumbai



Prof. Dr. Alka Beotra
(MSc PhD)

Director Qatar Analytics and
BioResearch Laboratory

Operational strategies

Enter into high growth markets

The Company is all set to mark footprints in the markets of USA, Canada and Brazil. The Company has obtained USFDA approval for 20 dental products and MDSAP certification. The company has also receive Saudi FDA approval.

Diversification into new product segments

The Company is diversifying into manufacturing of new line of products that will include hygiene products oral hygiene products (mouth washes and mouth rinses), oral care products (medicated ointments, gels and creams for dental treatment) and bio-materials (bone grafting materials and membranes) and (sanitizers and disinfectants) and manufacturing facility will be fully operational in FY23

Development of R&D Centre

The R&D Centre will have ample facilities for scientists to explore the new development avenues and bring out new innovative products The mission of the R&D project is to focus on the development of innovative products that will improve oral, dental, and craniofacial health. The latest testing equipment installed at the R&D Centre will help the company to maintain its key competency in quality and utilize this facility to continuously monitor and improve the quality of the products.

Focus on Brand Awareness

Company is aggressively participating in national and international dental exhibitions for brand promotion and generating new business contacts. Further, Sales & Marketing activities are being increased in India to bring awareness among dental professionals for our product.



Awards and recognitions

We are honored to be recognized as a leading manufacturer of quality dental materials, for excellent financial performance, creating brand value and reputations within India and across the globe. We have received top performing SME award from BSE, Export Excellence Award from Federation of Indian Exporters Organization, MSME of the Year Award from Assocham, Sushruta Award for 'Make in India' Best Dental Manufacturer from Indian Dental Association (IDA), 'Best Enterprise' Award in the field of manufacture of dental materials, India by the Socrates Committee, Oxford, UK



Key growth drivers in dental industry

The major factors favoring the dental market growth are increasing number of patients, with the dental caries, and periodontal diseases, which is boosting the demand for the dental materials. According to the study of the Global Burden of Disease Study, in 2017, around 3.5 billion people had dental caries. The costs of the dental treatments have increased in the developed nations, including the US, and Canada, and thus several people are moving for the dental treatment in developing countries such as India. The change in the lifestyle and rise in the disposable income has led to the rise in the demand for the cosmetic dentistry. The average citizen of the US spends around USD 600 to 1,000 USD for the whitening of the teeth. The rise in the elderly population, has also led to the rise in the demand for the dental treatment, owing to the rise in the prevalence of the cavities. According to the World Bank estimates, global healthcare expenditure has witnessed remarkable growth. Increased healthcare spending is boosting the human resource efficiency, resulting in a positive contribution to economic development. Various government initiatives have been carried out in the UK to improve oral healthcare in the region. For instance, NHS England has launched a Smile4Life initiative. This program of dental practice-based initiatives goals to reduce oral health inequalities and improve oral health in pediatric (below five years of age).



Outlook of Indian dental industry

GROWTH IN DENTAL TOURISM - India is able to spur its growth momentum in dental tourism with the implementation of advanced technology to perform procedures like implant surgery, cosmetic dentistry, orthodontics and paediatric dentistry ensuring high quality standards in a cost-effective manner and Affordable dental care along with good quality of skilled dentists and treatment in India attract tourists to India for their treatment.

VAST MARKET - With over 5000 dental laboratories and over 297 dental institutes, the Indian Dental Market is vast indeed. Market trends predict that India is all set to become the single largest country for dental products and materials.

2nd HIGHEST DENTISTS - With over 3 lakh dentists, India has the second highest number of dentists in the world. The current dentist to population ratio in urban area stands at 1:9000 and in rural areas at 1:200000

ORAL CANCER CAPITAL - India is called as the "oral cancer capital" of the world attributed to its high intake of both smoked and smokeless tobacco products, strongly associated with oral neoplasm

DENTAL TREATMENT COST - In several countries, the dental treatment cost remains expensive, wherein some critical treatment and surgeries are not even covered under a particular dental insurance. This in turn leads to individuals having to pay large amounts for their dental procedures. For instance, a dental implant in the US costs around US\$3,000 to US\$4,000 which is Rs. 2,15,581 to Rs. 2,87,442. The same dental implant in India on an average cost US\$ 556 or Rs. 40,000.

EXPECTED GROWTH - As of March 2019, independent studies show that the dental market in India is expected to grow at an unprecedented rate of 20-30% Y-O-Y (year on year,) with investment groups building multispecialty hospitals offering general dentistry and specialist treatments.

GLOBAL V/S ASIAN MARKETS - The global dental market has grown at the CAGR of 5% over the last five years with the Asian and Indian markets showing the growth of 10% and 6.3% respectively.

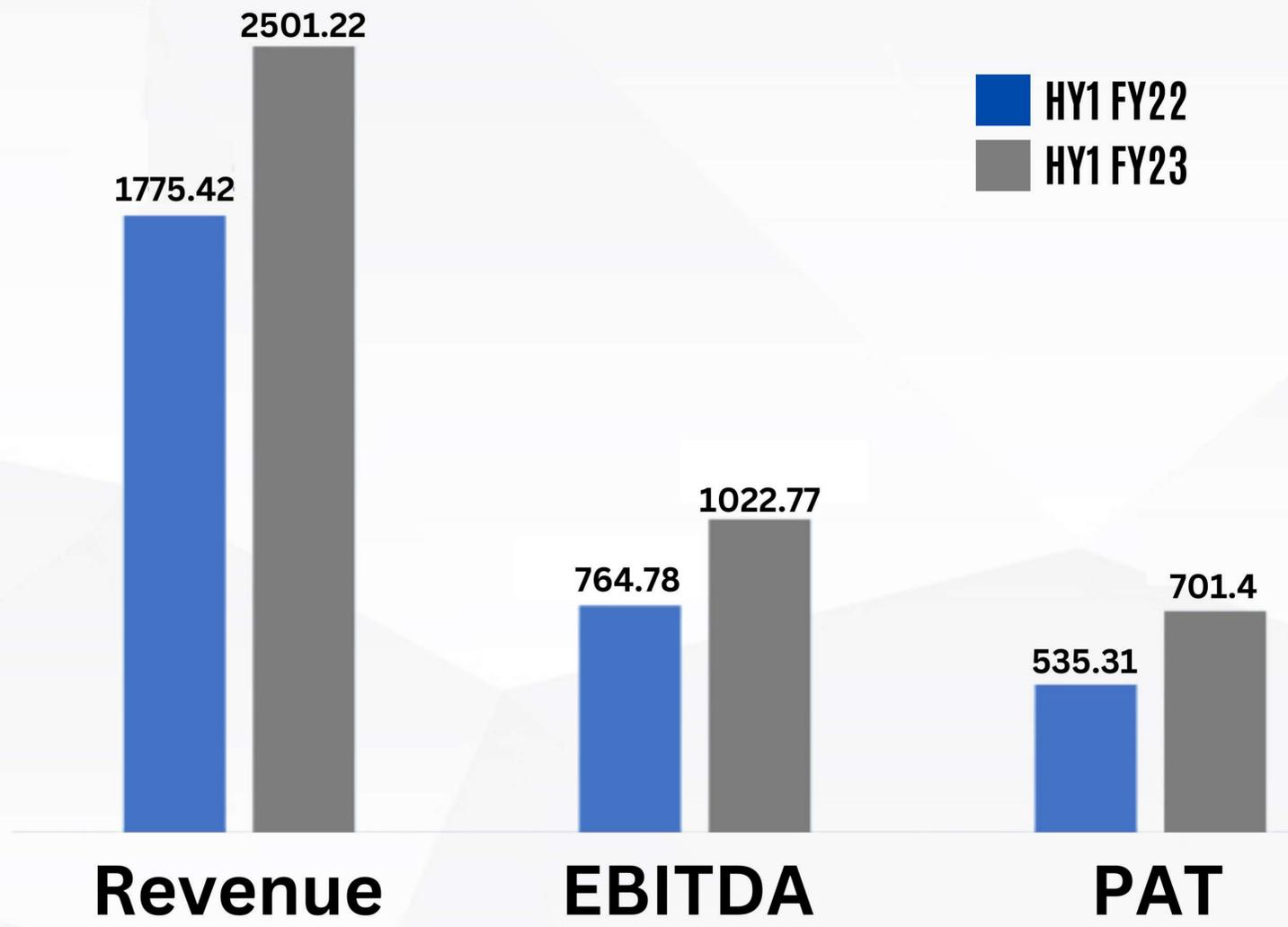


Financial Highlights

First Half Year FY23 Vs First Half Year FY22

HY1 FY23 VS HY1 FY22

- Reported total Revenue at Rs 2501.22 lakhs in HY1FY23 Vs Rs 1775.42 in HY1FY22 which was grown by 40.88%.
- Company reported EBITDA at Rs 1022.77 lakhs in HY1FY23 Vs Rs. 764.78 lakhs in HY1FY22 which was grown by 33.73%.
- On Half Yearly Basis Company's Profit After Tax (PAT) has grown by 31.03% at Rs. 701.4 lakhs in HY1FY23 Vs Rs 535.31 lakhs in HY1FY22.



Balance sheet

Rs in Lakhs

| Particulars | | As at September 30, 2022 | As at March 31, 2022 |
|-------------|---|--------------------------|----------------------|
| | | Unaudited | Audited |
| I. | <u>EQUITY & LIABILITIES</u> | | |
| 1 | Shareholders Funds | | |
| | Share Capital | 1,200.30 | 1,200.30 |
| | Reserves & Surplus | 5,209.83 | 4,510.15 |
| 2 | Share Application Money Pending Allotments | 6,410.13 | 5,710.45 |
| 3 | Non- current Liabilities | | |
| | Long- Term Borrowings | - | 136.67 |
| | Deferred Tax Liabilities (Net) | 32.34 | 28.89 |
| | | 32.34 | 165.56 |
| 4 | Current Liabilities | | |
| | Trade Payables | 148.70 | 163.73 |
| | Other Current Liabilities | 412.06 | 366.32 |
| | Short- Term Provisions | 28.42 | 9.88 |
| | | 589.18 | 539.93 |
| | Total Equity & Liabilities | 7,031.65 | 6,415.94 |
| 1 | Non- Current Assets | | |
| | <u>Property, Plant & Equipment and Intangible Assets</u> | | |
| | Property, Plant & Equipment | 712.27 | 671.89 |
| | Capital Works in progress | 1,127.14 | 472.15 |
| | | 1,839.40 | 1,144.04 |
| 2 | Current Assets | | |
| | Current Investment | 95.40 | 72.90 |
| | Inventories | 402.19 | 326.37 |
| | Trade receivables | 442.88 | 232.09 |
| | Cash & cash equivalents | 3,810.92 | 4,233.64 |
| | Short- Term Loans & Advances | 229.93 | 250.32 |
| | Other Current Assets | 210.92 | 156.56 |
| | | 5,192.24 | 5,271.90 |
| | Total Assets | 7,031.65 | 6,415.94 |

Statement of profit & loss

Rs in Lakhs

| | PARTICULARS | Quarter Ended | | Six Month Ended | | Year Ended |
|---|--|-----------------|-----------------|-----------------|-----------------|-----------------|
| | | 9/30/2022 | 6/30/2022 | 9/30/2022 | 9/30/2021 | 3/31/2022 |
| | | Unaudited | Unaudited | Unaudited | Unaudited | Audited |
| 1 | Income From Operation | | | | | |
| | (a) Net Sales / Income from Operation (Net of Taxes) | 1,120.50 | 1,229.99 | 2,350.49 | 1,716.95 | 3,762.34 |
| | (b) Other Income | 82.34 | 68.39 | 150.73 | 58.47 | 211.15 |
| | Total Revenue | 1,202.84 | 1,298.38 | 2,501.22 | 1,775.42 | 3,973.50 |
| 2 | Expenses | | | | | |
| | (a) Cost of Material Consumed | 306.26 | 370.03 | 676.29 | 475.59 | 986.75 |
| | (b) Purchase of Stock-in- Trade | - | - | - | - | - |
| | (c) Changes in inventories of finished goods, work-in-progress and stock-in- trade | (4.69) | (4.34) | (9.04) | (32.50) | (8.84) |
| | (d) Finance Cost | - | - | - | 8.57 | 10.42 |
| | (d) Employee benefit expenses | 196.11 | 187.55 | 383.66 | 266.56 | 652.45 |
| | (e) Depreciation and amortization expenses | 18.88 | 14.64 | 33.52 | 24.49 | 52.40 |
| | (f) Other Expenses | 201.83 | 225.71 | 427.53 | 301.00 | 675.16 |
| | Total Expenses | 718.39 | 793.58 | 1,511.97 | 1,043.70 | 2,368.33 |
| 3 | Profit/(Loss) from before exceptional and extraordinary items (1-2) | 484.45 | 504.80 | 989.25 | 731.72 | 1,605.16 |
| | Profit/(Loss) from ordinary activities, before finance cost and exceptional items (3+4) | 484.45 | 504.80 | 989.25 | 731.72 | 1,605.16 |
| | Financial Cost | - | - | - | - | - |
| | Profit/(Loss) from ordinary activities, after finance cost but before exceptional items (5-6) | 484.45 | 504.80 | 989.25 | 731.72 | 1,605.16 |
| 4 | Exceptional Item | - | - | - | - | - |
| 5 | Profit/(Loss) from ordinary activities before tax (3+4) | 484.45 | 504.80 | 989.25 | 731.72 | 1,605.16 |
| 6 | Tax Expenses | | | | | |
| | Current Tax | 140.23 | 145.64 | 285.87 | 192.11 | 441.31 |
| | Earliyer Year Tax | -1.46 | - | (1.46) | 3.08 | 2.12 |
| | Deffered Tax | 12.47 | -9.02 | 3.45 | 1.23 | 4.86 |
| 7 | Net Profit/(Loss) from Ordinary activity after tax (5-6) | 333.21 | 368.18 | 701.40 | 535.31 | 1,156.88 |
| 8 | Extraordinary Item (net of tax Rs expenses) | - | - | - | - | - |
| 9 | Net profit/(loss) for the period (7+8) | 333.21 | 368.18 | 701.40 | 535.31 | 1,156.88 |

Cash flow statement

| Particulars | For the Half- year ended Sept 30, 2022 | For the Half- year ended Sept 30, 2021 |
|--|--|--|
| Cash Flow From Operating Activities: | | |
| Net Profit before tax as per Profit And Loss A/c | 989.25 | 731.72 |
| Adjustments for: | | |
| Depreciation & Amortisation Expense | 33.52 | 24.49 |
| Earliyer Year Exp. | (1.71) | - |
| Interest Income | (91.28) | (29.77) |
| Finance Cost | - | 8.57 |
| CSR expenses | - | (8.57) |
| Operating Profit Before Working Capital Changes | 929.78 | 726.43 |
| Adjusted for (Increase)/ Decrease in: | | |
| Short term provision | 18.54 | 5.65 |
| Trade Receivables | (210.79) | 122.78 |
| Inventories | (75.81) | (103.77) |
| Other current assets | (33.97) | (101.14) |
| Trade Payables | (15.03) | (84.74) |
| Other Current Liabilities | 45.73 | 40.29 |
| Cash Generated From Operations | (271.33) | (120.93) |
| Appropriation of Profit | | |
| Net Income Tax paid/ refunded | 284.41 | 195.19 |
| Net Cash Flow from/(used in) Operating Activities: (A) | 374.05 | 410.31 |
| Cash Flow From Investing Activities: | | |
| Net (Purchases)/Sales of Fixed Assets (including capital work in progress) | -728.88 | (107.22) |
| Interest Income | 91.28 | 29.77 |
| Net Increase/(Decrease) in Current Investment | (22.50) | (13.00) |
| Net Cash Flow from/(used in) Investing Activities: (B) | (660.10) | (90.45) |
| Cash Flow from Financing Activities: | | |
| Net Increase/(Decrease) in Long Term Borrowings | (136.67) | 1.51 |
| Proceed from Issue of share | - | 2,661.12 |
| IPO Issue expenses | - | (361.17) |
| Interest on borrowings | - | (8.57) |
| Net Cash Flow from/(used in) Financing Activities (C) | (136.67) | 2,292.89 |
| Net Increase/(Decrease) in Cash & Cash Equivalents (A+B+C) | (422.72) | 2,612.76 |
| Cash & Cash Equivalents As At Beginning of the Year | 4,233.64 | 1,642.17 |
| Cash & Cash Equivalents As At End of the Year | 3,810.92 | 4,254.92 |

Disclaimer

This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute prospectus or placement memorandum or an offer to acquire any securities. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. This presentation contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Prevest Denpro Limited future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macroeconomic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. We undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances. This presentation cannot be copied and disseminated in any manner. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of Prevest.